



Market Trends:

Industrial

Opportunities for Tenants:

Changes in Leasing Conditions

Mexico City	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Total Industrial Space Available (SF)	14.72 M	14.95 M	3.57 M	✓
Vacancy Rate (%)	6.20%	3.60%	5.56%	✓
Asking Lease Rates (Class A - US/SF/Month)	\$57-\$65	\$52-\$57	\$52-\$57	↔
Under Construction (SF)	3.00 M	2.66 M	715,116	✓

Mexico City	2Q 2016	2Q 2017	2Q 2018	Annual Trend
Free Rent (Months)	1	2	1 - 2	↔
Tenant Improvement Allowance	1 - 3	2 - 4	2 - 3	↔
Developer TI's amortization	No	No	No	↔
Annual Rental Escalations	USCPI	USCPI	USCPI	↔

Major Industrial Transactions

Company Name	Type	Size
Mercado Libre	Lease	1,000,000 SF
Mercado Libre	Lease	300,000 SF
DHL	Lease	538,000 SF

How Can NAI Support Your 2018 Plan?

Mexico vs. Home Country Comparison Analysis | Total Occupancy Cost Comparison Analysis | Mexico Relocation | Site Selection | Valuation | Sale Lease Back | Lease Recast | Lease vs Purchase | Construction / Tenant Improvements